

Problem-Solution fit

Purpose / Vision

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S)</div> <div>Students who have recently completed their schooling/College and aspire to get admitted into prominent universities.</div>	<div>6. CUSTOMER CONSTRAINTS</div> <div>Customers might not trust the accuracy/reliability of the predictor and this could prevent them from using it.</div> <div>Moreover, users would have to feed confidential information to the model, so a certain section of customers might refrain from using the predictor due to a fear of data misuse.</div>	<div>5. AVAILABLE SOLUTIONS</div> <div>Apart from factors like grades and GPA, we will also consider IELTS/TOFEL,GRE that plays major role in the admission process of some universities, thereby further enhancing the reliability of the predictor.</div> <div>Secondly, we will put the model through rigorous tests in order to boost the accuracy of the predictor.</div>	Explore AS, differentiate
	<div>2. JOBS-TO-BE-DONE/ PROBLEMS</div> <div>Data collection is probably the most important step in designing the predictor hence it must be ensured that it is done properly.</div> <div>Customers should be assured of optimum data security in order to sustain their trust in our model.</div>	<div>9. PROBLEM ROOT CAUSE</div> <div>The reliability of the predictor might be affected if the collected data is found to be inaccurate or not enough factors are considered to judge the eligibility.</div> <div>Secondly, customers might refrain from using our product if they find it to be prone to cyber attacks.</div>	<div>7. BEHAVIOUR</div> <div>The most important aspect of the predictor from a customer's point of view is its accuracy, since they would go through with their admissions based on its results.</div> <div>.</div>	
Focus on J&P, tap into BE, understand RC	<div>3. TRIGGERS</div> <div>User can be provided with comparisons between the required scores versus their actual scores.</div>	<div>10. YOUR SOLUTION</div> <div>Design a predictor with the help of the data collected, and ensure that it is accurate/ reliable. Also make sure that the data collected from the users is safe and secure.</div>	<div>8. CHANNELS of BEHAVIOUR</div> <div>Customers might search for reliable eligibility predictors that are available online and rate them based on their liking.</div>	Focus on J&P, tap into BE, understand RC
	<div>4. EMOTIONS: BEFORE/ AFTER</div> <div>Users would feel that they are in complete control in the admission process since they can wholeheartedly trust the predictor.</div>		<div>Students would discuss amongst their peer group about such predictors and if they find one to be reliable enough, they would spread the word about it.</div>	
Identify strong TR & EM			<div>Extract online & offline CH of BE</div>	